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Sarah Austin | LinkedIn

https://www.linkedin.com/in/sarah-austin-70a34a47

LinkedIn

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**Sarah Austin**  
GoLive! Manager  
Boulder, Colorado | Computer Software

51 connections

GoLive! Manager  
Boulder, Colorado | Computer Software

1 person has recommended Sarah

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**Experience**

**Client Implementation Coordinator**  
RevGuard  
June 2013 – Present (3 years 4 months)

- Manages ongoing client relationships/expectations in regards to tech implementations
- Works with the implementation team to request new system abilities and make program changes and updates
- Participates as-needed in weekly phone calls with clients to serve as a program implementation specialist for questions/suggestions on new program changes from Business Analyst
- Communicates effectively with clients regarding timelines for implementation and requests appropriate items that are needed for changes to be completed
- Communicates effectively with a team of tech and QA resources to make sure changes are understood and a plan for implementation is created
- Works within multiple technical UI's for implementation of client program updates
- Proactive in handling requests, sees a problem and fixes it

**Associate Project Manager**  
SDL International  
January 2013 – June 2013 (5 months)

- Account Manager for all translation projects related to Facebook.
- Acts as main point of contact and ensures work is done to the exact specifications and processes laid out by the client.
- Effectively communicates with globally located teams to delegate projects and ensure a prompt delivery of high quality translation.
- Maintains project schedules and budgets, as well as issues purchase orders and invoices

**Marketing and Communications Assistant**  
University of Colorado, Technology Transfer Office  
September 2011 – December 2012 (1 year 4 months)

- Worked with Case Managers to compose marketing and PR materials on the latest technologies from the University of Colorado.
- Conducted market research into companies that could benefit from these technologies.
- Launched email marketing campaigns and answered inquiries from potential partners.

**Student Assistant**  
University of Colorado at Boulder  
May 2010 – December 2012 (2 years 8 months)

- Assessed financial aid eligibility of students and issued Work Study Awards
- Maintained and updated the University's job database
- Served as point of contact for all inquiries on financial aid and student employment.

**Teller**  
Elevations Credit Union  
February 2010 – August 2010 (7 months)

- Handled financial transactions for members while providing excellent customer service.
- Sold products to members and answered any questions and concerns regarding accounts

**Guest Service Representative**  
Residence Inn by Marriott, Scarborough ME  
August 2007 – June 2009 (1 year 11 months)

- Ensured guests had an enjoyable experience by providing exceptional service and facilitating swift resolution of any guest issues.
- Handled administrative duties such as accounts payable, accounts receivable, purchasing, pricing, scheduling, etc

**Teller**  
Washington Federal Savings  
January 2006 – August 2007 (7 years 8 months) | Greater Salt Lake City Area

- Assisted customers with their financial needs. This included, but was not limited to: account sales, opening and closing accounts, running credit checks, IRA maintenance, loans, deposits and withdrawals, etc.
- Responsible for arranging and transporting large cash orders and was also placed in charge of vault contents.
- Was trained as stand-in supervisor and performed duties on a regular basis.

**Skills**

Editing Research Academic Writing Copy Editing Social Media Proofreading

Microsoft Office PowerPoint Data Entry Customer Service Press Releases

Marketing Communications Microsoft Excel Market Research

Science Communication Microsoft Publisher Marketing

**Education**

**Find a different Sarah Austin**

First Name Last Name

Example: Sarah Austin

Sarah Austin  
Data Scientist, Founder and CEO  
United States

Sarah Austin  
Director, HR Operations at TrueCar  
United States

Eleonor Sarah Austin  
ALB Student at Harvard University  
Extension School  
United States

Sarah Austin  
United States

Sarah Lynch  
Recruiter  
United States

More professionals named Sarah Austin

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**People Also Viewed**

Chris King  
Financial Sales

Colleen Sokolowski  
College Financial Representative at Northwestern Mutual

Emily McEvoy  
Director of QA at RevGuard

Lauren Wallace

Randy Zeh  
Entrepreneur/Investor Keyzinet Inc

Vince Riccio  
PEO District Manager For ADP Tots Source

Joe Spitzel  
Barr. Manager BSO Harris Barr

Colleen Nilsson  
Associate Attorney and Senior Tax Analyst at TTD Tax Inc.

John Patrignia  
Director, Strategic Partnerships at RevGuard

Shannon-Cain Amstutz  
Associate at Schneider Harrison Segar & Levee LLP

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University of Colorado at Boulder

Bachelor of Arts (B.A.), English Literature

2010 - 2012

Certificate in Digital Media



Recommendations

A preview of what LinkedIn members have to say about Sarah:

*Sarah already had a number of great qualities when I hired her 18 months ago -- she was detail-oriented, self-possessed and a great communicator -- and I've enjoyed...*

See more

Sign up to see who recommended Sarah

View Sarah's full profile to...

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- Get introduced
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Ostrum Attachment DJ


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Stelios Cabrera, MBA | L...  
<https://www.linkedin.com/in/stelioscabrera?ik=pub-pbmap>

LinkedIn

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**Stelios Cabrera, MBA** 500+ connections  
 Vice President of Operations at RevLive  
 Greater Denver Area Marketing and Advertising

Current: RevLive  
 Blue Rocket Brands, ARRIS, CHRISTIAN AUDIGIER  
 University of Denver - Daniels College of Business  
 RevLive 4 people have recommended Stelios

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 First Name Last Name  
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**People Also Viewed**

- 
**Darren Byerly**  
 Sr. Partnership Executive at Upstart.com
- 
**Jason Amos**  
 VP of Business Development at RevGo, LLC
- 
**Kaitlyn Huff**  
 Customer Success Lead • Fashion Stylist
- 
**Blair McKee**  
 CEO & Founder at RevGuard, LLC
- 
**Maryn Mansour**  
 VP of Strategic Relations
- 
**Jenny Johnson**
- 
**Neil Aragon**  
 VP Business Development at RevLive
- 
**Danielle Foss**  
 EVP at Blue Rocket Brands, LLC
- 
**Walter Long**
- 
**Rachel Leonard**  
 Wholesale Sales Manager at General Apothecary

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**Summary**

Creative individual with 10+ years of experience in sales, marketing, management, and client relationship development. Received MBA from the University of Denver with a focus in Marketing and Management.

Extensive experience in Sales and Marketing focusing on communications, entertainment and retail. Experienced in strategic and tactical planning, and budget management. Hands-on forecasting using data analysis, analytics and Salesforce.com. Client relationship management on all business levels. Leadership qualities range from achieving goals, to building relationships, creative thinking, positive influence, and overcoming adversity.

Business Development – Cultivated and grew new business from the ground up through analytical data mining, marketing communications, prospecting/lead development, networking and client relationship management.

Account Management – Developed and maintained a \$17 million account through client relationship management, market research and campaigns.

Presentations – Presented sales, product and campaign pitches to 20+ individuals ranging from front line employees, to middle management to C-level executives.

Open to career growth and new opportunities that expand my knowledge base while allowing me to utilize my current skill set.

Specialties: Sales, Marketing, Forecasting, Data Analysis, Business Development, Account Management.

**Experience**

**Vice President of Global Operations**  
 RevLive  
 2015 – Present (1 year)

Our product, a hybrid approach to live customer service, provides our clients with the service they want at an affordable price. We provide customer support, email support, escalation agents/team, reply card processing, complaint management and other supporting functions impacting the customer experience. We are a unique call center that caters to continuity/subscription-based companies.

Responsible for delivery of quality measurements  
 Working with call center management to help improve the customer experience  
 Ongoing process improvements that impact QA  
 Daily coaching and development of CSRs

**Vice President of Merchant Processing Business Development & Analytics**  
 Blue Rocket Brands  
 2014 – 2015 (1 year)

Blue Rocket not only specializes in providing the top health and beauty brands in the space, but understands the importance of performance and optimization that must go along with such brands in order to make a lasting, worthwhile, relationship for our customers, publishers, processors.

With 10 years of experience in the online advertising arena, our success comes from knowing what it takes to get high quality traffic, how to manage and maintain only the best processing relationships, consistently improving our performance by optimizing our landing non-stop, and having the technology to be ahead of the industry curve.

**Account Manager**  
 ARRIS  
 2012 – 2013 (1 year) Greater Denver Area

Provided forecast, data analysis, and marketing strategy for business through call campaigns, historical trends analysis, and client relations. Secured a \$6 million supplies bid.

- Drove sales for the \$16 million supplies business account
- Negotiated \$5 million-plus in new Business Development revenue in 2 1/2 years.

**Inside Sales Rep**  
 ARRIS  
 2010 – 2012 (2 years)

Managed client relations, accounts and correspondence. Increased sales through call campaigns, relationship building and data analysis.

- Grew the Supplies business by 26% to \$16 million from the previous year.




**Manager**  
 CHRISTIAN AUDIGIER  
 2007 – 2010 (3 years)

Managed company's highest-ranking retail clothing store with annual sales exceeding \$3.6 million, with single month individual sales record of \$120,000. Led HR activities, including hiring, payroll, monthly performance evaluations and implementation of individual development plans. Collaborated with senior management to develop long-term marketing & sales growth strategy.

- Implemented company-wide procedures for store visits and peak hours' summary.
- Created team environment through morning huddles and team building activities to increase productivity by 15%.
- Managed 10 sales associates, stock personnel and merchandisers across three locations.

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**Ads You May Be Interested In**

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**Business Fax Solutions**  
 Send & Receive Faxes Online, HIPAA, BOX & GLB Compliant
- 
**Affordable Moving Space**  
 20,500 sq feet of flexible space - near SFO, Affordable, LEED Gold
- 
**Invitation from LinkedIn**  
 Place ads on LinkedIn. Attract new customers for your business. Try it now.



**Experience****ABERCROMBIE AND FITCH**  
2006 - 2007 (1 year)Abercrombie  
a fitch

Managed company's second-highest ranking retail clothing store with annual sales of \$30 million. Collaborated with senior management to develop long-term staffing and sales growth goals. Directed all store processes.

- Managed 90+ employees, including staff training, supervision, and mentoring.
- Led recruiting efforts for all A&F, Hollister and Ruchti divisions in South Florida, including staffing and training of new hires, college campus visits, and ad placements.

**Vice President, Board of Directors****HONOWMECAN**

2004 - 2004 (less than a year)

Coordinated all voter-awareness activities for non-partisan, non-profit organization.

- Organized a ROCK THE VOTE event at Hard Rock Casino (Tampa), including booking entertainment, creating press releases, and setting up the event.

**Education****University of Denver - Daniels College of Business**

Master of Business Administration (MBA) Management/Marketing  
Graduate School  
2012 - 2013

**University of Florida**

Bachelor's degree, Psychology  
1997 - 2002



Activities and Societies: Vice President of Pledge Class, Pi Kappa Phi Fraternity

**Charlotte High School**

1994 - 1997

**Courses****University of Denver - Daniels College of Business**

- Financial Accounting
- Evolution of Enterprise
- Sustainable Enterprise
- Managerial Finance
- Marketing
- IT Strategy
- Ethics for the 21st Century
- Strategic Management
- Business Statistics
- Organizational Dynamics
- Strategic Cost Management
- Digital Marketing
- Sports and Entertainment Marketing
- Sports and Entertainment Management
- Sports and Entertainment Contracts
- Strategic HR
- Law and Public Policy

**Languages****English**

Native or bilingual proficiency

**Spanish**

Elementary proficiency

**Greek**

Elementary proficiency

**Volunteer Experience & Causes****Ad-Hoc Marketing Committee Member**

Environmental Learning for Kids (ELK)

May 2014 - Present (2 years 5 months) Children



ELK (Environmental Learning for Kids) is an inclusive non-profit organization that develops inspired and responsible leaders through science education and outdoor experiences for underserved urban youth ages 5-25.

**Organizations Stelios supports:**

Environmental Learning for Kids

**Skills**

Account Management Sales Salesforce.com Marketing Business Development

Management Marketing Strategy Advertising Marketing Communications

Customer Service Sales Management Forecasting Training Strategy

Brand Loyalty See 36+

**Certifications****Dale Carnegie Course**

Dale Carnegie Training

**Recommendations**

A preview of what LinkedIn members have to say about Stelios


- 66 I have worked with Stelios over the past 2 1/2 years and found him to be a very hard working and engaging professional. He is 66 Stelios is a detailed, hard-working individual with focus on success. I have worked with him over the past three years

*very willing to learn and asks important*  
See more


*he strives for excellence in all the many*  
See more

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Network  
Business Development...




Online Ad Stars




5280  
Linked  
5280 Linked




COLORADO  
Companies...



DENVER  
University of Denver...



Mobile  
Experts & Analytics



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Sue Laurent | LinkedIn  
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**Sue Laurent**  
Owner / Chief Marketing Geek at NSMarketing  
Boulder, Colorado | Internet


500+ connections

Current: NSMarketing  
Previous: RevMountain, RevGuard, Converts Marketing, LLC  
Education: James Madison University  
Recommendations: 7 people have recommended Sue


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**Published by Sue**  
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**Should I Outsource My Company's Social Media Tasks?**  
September 9, 2016



**Confessions of a Marketing Consultant**  
September 1, 2016

**Summary**

Are you a small business struggling under the weight of all of the choices available to you to grow your business?

Today it's never been easier to find incredible success - and abysmal failure - building or expanding your business.

The tools available to today's entrepreneur remove the barrier to entry for many - and it's important to keep one step ahead to be heard over the noise.

Combining a strong sense of strategy, along with the actual "Sounds great, but how the heck do I do this?" implementation background, I help you focus on what's important to your clients and customers - and create strategies that you can execute without requiring an advanced MBA.

- Marketing Strategy based on Inbound Marketing Principles
- Content Marketing Planning, Execution and Analysis
- Social Media Targeting, Planning and Analysis
- Marketing Messaging - Social Voice, Buyer Personas

**Interests**

Content Strategy and Development Inbound Marketing Conversion Marketing

e-Commerce Email Marketing Website UX

**Experience**

**Owner / Chief Marketing Geek**  
NSMarketing  
December 2014 - Present (1 year 10 months)

Are you a small business owner, weary of a lot of hats, feeling like you're "throwing spaghetti against the wall to see what sticks" when it comes to growing your business?

How would you like to gain back those hours you feel you're losing trying to make sense of the massive pool of opportunities available today to grow your company?

How would you like to feel like you're in control again? Able to analyze what's working (so you can do more of it) and what's not (so you can stop wasting money)...

I help business owners like you pinpoint the strategies important to YOUR niche - and get you unstuck so that you can get back to doing what you love.

**VP of Data Monetization**  
RevMountain  
January 2011 - January 2016 (5 years 1 month)

Want to increase your revenue through high-quality, high-payout data monetization opportunities? Talk to me! We only partner with compliant companies and we always keep an eye on the big picture, making sure that we don't cannibalize profits - just increase them! You no longer have to work with 5 different companies for each monetization opportunity - come to RevMountain and we'll do it all for you. We can bring the economies of scale into play to make sure you're getting the best payouts for your data - all while maintaining the quality of your core products. We used to be Advertisers - we get it.

**Director of Marketing**  
RevGuard  
October 2009 - March 2011 (1 year 6 months)

RevGuard's OCO System is designed to help Ecommerce companies, particularly continuity and installment payment companies, optimize their customer service experience through A/B and multi-variate testing operating on a hosted Interactive Voice Response (IVR) and customer service web-interaction platform. When implemented, OCO has been proven to optimize customer experiences, providing a savings of up to 50% on return costs, 35% on customer service costs and 42% on chargebacks. The system reliably delivers a whopping 78% increase in profitability for most of RevGuard's clients.

**Director of Marketing**  
Converts Marketing, LLC  
September 2004 - January 2011 (6 years 6 months)

**Find a different Sue Laurent**

First Name Last Name

Example: Sue Laurent

- Sue St. Laurent  
Marketing and Public Relations  
Practitioner  
United States
- Sue Laurent  
President at EvalSource, Ltd  
United States
- Sue Laurent  
United States
- Sue Laurent, CPA, Accountant  
Assistant Vice President and  
Director of Finance at Meats on  
Wheels and More  
United States
- Sue Laurent  
United States

More professionals named Sue Laurent

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**People Also Viewed**

- Bryan Hockett  
CEO at quickreach inc.
- Road Brown  
Owner - Mathnasium Boulder &  
Lafayette, UT and Mountain, Boise, &  
SW Boise, ID
- Misty Fruehen  
Owner - SEO, Social Media, Content  
Marketing and SEM Consultancy
- Ronald Barett Jr.  
CEO of Diversified Business  
Ventures, LLC
- Karl Dakin  
Owner of Dakin Capital Services  
LLC
- Colin Whittemack  
Broker Owner at Cohn & Company  
Real Estate
- Tony Carson  
Advertising Manager at RCTrunner
- Jenny Johnson
- Mon Hund  
Principal Owner at Marketing201  
LLC
- capley was  
Owner at Netbath's

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Corveta Marketing is a health and beauty company focused on providing high quality products directly to the consumer through online marketing. Our products include the leading teeth whitening, anti-aging, weight loss and skin care segments in the online space.

#### Director of Marketing

Par Avance, Inc.  
January 2003 – July 2004 (1 year 7 months)

As the Director of Marketing at Par Avance I was responsible for all aspects of B2B marketing for this SaaS CRM company. I conducted yearly competitive analysis, developed marketing plans and worked with their Advertising Agency to create collateral materials, design the web site and develop sales communication tools. Led company in complete re-branding in order to attract larger, more prestigious clients for their CRM product. Helped sales sales from \$500K/year to \$1M/year

#### eCommerce Manager

Frontier Natural Products  
August 1999 – November 2000 (1 year 4 months)



During my time at Frontier Natural Products I led the team that brought their wide selection of products to the web. Leading a cross-functional team 15 consisting of IT, marketing, sales, distribution, creative and customer service. I spear-headed this 1,000 product website project. After site was launched, I managed PPC, SEM and cross-promotional programs to drive traffic to the site including traditional in-store marketing, on-package marketing and inclusion in online directories where our customers search for natural products.

#### Category Manager

Frontier Natural Products  
March 1999 – November 2000 (1 year 9 months)



As the Category Manager for Natural Remedies I was responsible for developing the marketing and sales plan for this category with sales of \$4M per year. My financial responsibilities included P&L management and a detailed Marketing/Advertising Budget. Plus each year I conducted an annual SWOT and Competitive Analysis. During my time at Frontier I led a cross-functional team of sales, distribution, IT, R&D, creative, manufacturing, packaging and customer service to develop and launch the Standardized Herbal Supplements extension. Reported directly to VP of Marketing and managed full marketing strategy.

#### Marketing Associate

The Hain Celestial Group  
1997 – 1999 (1 year)



As the Marketing Associate at Celestial Seasonings I was responsible for the Mainstream Tea line as well as helped develop their Green Tea extension. I developed yearly business plans including budgets, sales strategies, and new advertising and promotion plans. I also worked on New Product Development including focus group research, brand identification, SWOT analysis, production feasibility and managed the R&D process and package development to launch of line extension of Organic Black Teas.

#### Promotion Manager

Kraft Foods  
1995 – 1997 (2 years)



Responsible for managing \$4M promotion budget for Maxwell House flagship brands. Work included: Collaboration with various Advertising Agencies, In-house Purchasing, Sales, Manufacturing and PR. Responsible for creating and executing "Build A Home America" program - a one-year partnership with Habitat for Humanity that included frequent in-market travel, PR training (acted as local spokesperson), sales support and event sponsorship.

#### Promotion Manager

Diamond Promotion Group  
May 1993 – November 1995 (2 years 7 months)



- Developed and managed national promotions for various spirits, soft drink, & financial services clients.
- Led creative process, from tactical brainstorming to managing creative development of POS pieces.

#### Certifications

Inbound Certification •  
HubSpot  
October 2016 – November 2016



Email Marketing Certification •  
HubSpot  
May 2016 – June 2017



#### Skills

Conversion Optimization   Email Marketing   Online Marketing   Inbound Marketing  
Online Advertising   SEM   Advertising   E-commerce   Landing Page Optimization  
Marketing   Content Development   Online Traffic   B2B Marketing   Affiliate Marketing  
Strategy   Seo 25+

#### Education

James Madison University  
BA, International Business  
1988 – 1990



DJ at WJLM when they first went FM - I did a reggae show every week and loved it  
Activities and Societies: WJLM Radio

#### Organizations

Erie Colorado Business Alliance  
Starting July 2016

The Erie Colorado Business Alliance is a membership group dedicated to helping each other grow through contacts and referrals. Members must be either a resident of ERE, have clients in Erie or have an ERE-based business.



